

Lockheed Martin Supplier Diversity

Opening doors to AbilityOne



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Lockheed Martin and AbilityOne

- Lockheed Martin is an ongoing supporter of the AbilityOne program. Lockheed Martin has a number of contracts in which AbilityOne resources are employed to support specific contractual requirements, mainly in manufacturing, distribution and call centers support.
- To promote the AbilityOne program across Lockheed Martin, Corporate Supplier Diversity has provided an educational series to encourage buyers, program management and business development communities to leverage AbilityOne resources for contractual opportunities.

Lockheed Martin and AbilityOne

- Lockheed Martin Supplier Diversity developed a web page dedicated to AbilityOne to help educate employees on the program, identify potential AbilityOne qualified partners and provide them with a process for doing business with the NPA's.
- Lockheed Martin Supplier Diversity Small Business Liaison Officers are continuously working with Lockheed Martin Buyers to identify and promote opportunities to partner with AbilityOne non-profit agencies to help meet our small business goals.

About Lockheed Martin



- **126,000 Employees**
- **Operations in 1,000 Facilities, 500 Cities, 50 States and 75 Countries**

Partners to Help Customers Meet Their Defining Moments



LOCKHEED MARTIN 

Aeronautics



Electronic Systems



Information Systems & Global Solutions



Space Systems



Aeronautics

- *Major products:*
 - ❖ Aircraft Development (Integrated Sensor Structure airship, UAV, Next Generation Airlift), Production (F-35, F-22, F-16, C-130), Sustainment (U2, C-5, P-3)
- *Major locations:*
 - ❖ Fort Worth, TX, Marietta, GA, Palmdale, CA, Greenville, SC,
- *Types of goods/services purchased:*
 - ❖ Aircraft parts (subassemblies), Construction (General Contractors for facilities), Environmental Services (cleanup, remediation), Indirect (test & lab equipment, architectural and engineering capital equipment, perishable tooling), Logistics Support, Technical Publications, Support Equipment, Emergency Repairs, Technical Services

Space Systems

- *Major Products:*

- ❖ Human Space flight systems; remote sensing, navigation, meteorological and communications satellites, tactical and defensive missiles

- *Major Locations:*

- ❖ Denver, Co., (5,000) and Sunnyvale, Ca.,(8,000), North Alabama Operations in Huntsville and Courtland , Al(700) Newtown, PA(420)

- *Types of goods/services purchased:*

- ❖ 334511 Surveillance and Navigation

- ❖ 336413 Other Aircraft Parts & Auxiliary Equipment Mfg.

- ❖ 333314 Mirrors, optical, manufacturing

- ❖ 332710 Machine Shops

Electronic Systems

- *Major products:*
 - ❖ Radar systems, ship and aviation, undersea systems, tactical missiles, strike weapons, and air and missile defense, combat maneuver systems, ground and maritime training, flight training, enterprise logistics, technical services
- *Major locations:*
 - ❖ Moorestown, NJ, Dallas, TX, Orlando, FL
- *Types of goods/services purchased:*
 - ❖ Electro-mechanical products, castings, optics, gyros, raw material, tooling/test equipment, construction, custom batteries, power supplies, advanced technology research and development – Missiles and Fire Control
 - ❖ Electro/Mechanical, major systems for ground, air, sea application (detection and offensive systems) - MS2
 - ❖ Telecommunications, Transportation, Background Check Services, Build to Print Electronic Components, Audit Services - GTL

Information Systems & Global Solutions

IS&GS – Civil

IS&GS – Defense

IS&GS – National

- ***Major sites/locations:***
 - ❖ Washington metro area (Headquarters)
 - ❖ Philadelphia metro area
 - ❖ Colorado (Denver metro, Colorado Springs)
 - ❖ California (San Jose, San Diego)
- ***Emerging Markets:***
 - ❖ Energy management systems
 - ❖ Healthcare systems

Information Systems & Global Solutions

IS&GS – Civil

IS&GS – Defense

IS&GS – National

- *Types of goods/services purchased:*

- ❖ I/T Hardware and Peripherals
- ❖ Maintenance & Support for hardware and software
- ❖ Software Testing and Validation
- ❖ Programming
- ❖ Management and Process Consulting
- ❖ Cyber Security
- ❖ Information Assurance
- ❖ Help Desk Support
- ❖ Facility-related services & support

Enterprise Operations

- “Corporate headquarters” – no marketed goods or services
- Headquarters: Bethesda, Maryland
- Denver, Orlando, Fort Worth, Cherry Hill –
- Most locations; co-located with other business unit employees
- Types of goods/services purchased:
- IT hardware, software, services
- Corporate services, HR benefits, Legal, etc.

Unique Requirements

- **AS9100 (rev. C) Certified Mfg; AS9120 Certified Distributor; ISO 9001, 2008 Certified Distributor – Aeronautics**
- **ISO 9001 or AS9100 (rev. C) certification required, Secret and Top Secret Clearance highly valued – Space Systems**
- **AS9100/9120 (clearance as applicable) – Electronic Systems**
- **Security Clearances, ISO, CMMI certifications – IS&GS**

Corporate Agreements

- Lockheed Martin holds Corporate Agreements in:
 - ❖ IT
 - ❖ Staffing
 - ❖ Office Suppliers
 - ❖ Janitorial Support
 - ❖ Security Guard Services
 - ❖ Transportation Services
 - ❖ Promotional Items

Refer to our Corporate Agreements List

<http://www.lockheedmartin.com/suppliers/buy/corpAgreeList.html>

to see when these commodities will be re-competed

Lockheed Martin Procurement Outlook

- **Opportunities exist but will be very competitive**
- **Customers expect competition to ensure best value**
- **Concern when engaging new suppliers: RISK**
 - **Financial stability**
 - **Past, relevant performance**
 - **Ability to be viable in the long term**

Qualities We Look for in a New Supplier...



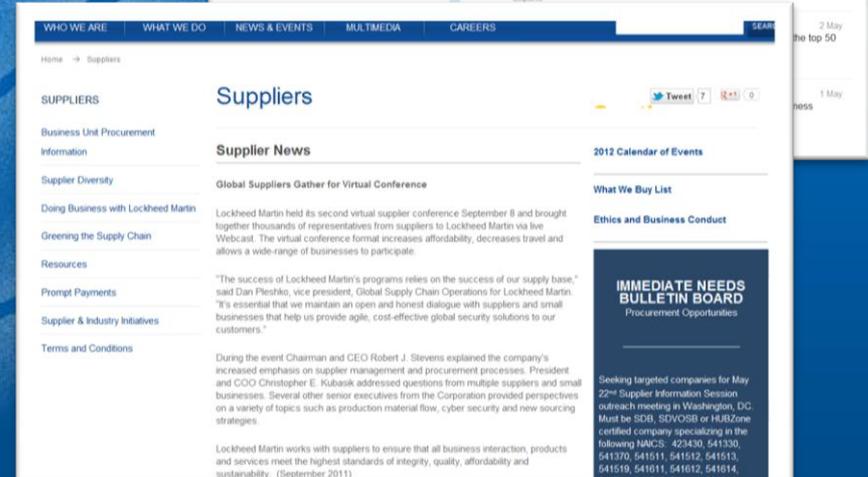
- **Past performance with federal customer**
- **Experience with Lockheed Martin or Prime Contractor**
- **Experience in one of our industries**
- **Quality certifications**
- **Security clearances**
- **Location**
- **Differentiating factors**
- **Supplier of needed services**

Resources and Tools

Follow us on Twitter:
http://twitter.com/lmsupplier_div

Leverage tools on
LockheedMartin.com
What we buy listing
Bulletin Board
Events Calendar

Coming soon: Supplier Wire
A portal dedicated to
small enterprises



Do Your Homework

- *Study our website and our programs:
www.lockheedmartin.com*
- *Identify a few target businesses or programs*
- *Register*
 - ❖ *See link under “Suppliers” tab entitled “Doing Business with Lockheed Martin”*
- *Send a capabilities statement to:
supplier.communications@lmco.com*
- *Or contact me:
patricia.a.mchugh@lmco.com*

